

# Mohammad ZakaUl Rehaman

## Business Officer

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📍 Vijayawada , Andhra Pradesh

Sales Experience with extensive background in advanced management processes. Utilizes communication skills to build meaningful, trusting relationships that exceed client demands. Highly skilled sales enthusiast with outstanding team leadership abilities to meet targets consistently

### 🎓 EDUCATION

2013 – 2015	<b>intermediate</b>
2017 – 2019	<b>GITAM University</b> Bachelor of Commerce

### 📁 PROFESSIONAL EXPERIENCE

2022 August – present Vijayawada	<b>MANKIND Pharma, Business Officer</b> <ul style="list-style-type: none"><li>• Built portfolio of 42 Lakhs in a span of 12 months.</li><li>• Successfully Archived the Budget whichever I got (this new division). 4 Lakh sales per month.</li><li>• Having 3rd Highest PCPM jump in FY 23-24 Andhra Pradesh</li></ul>
2022 January – 2022 April vizag	<b>BYJU'S, Business Development Associate</b> <ul style="list-style-type: none"><li>• Used to connect with potential customers, set up meetings, counsel the students on wave platform a unique way of learning and assist them to become premium members</li><li>• Task is to connect with customers on call with the help of the OCRM lead squared and Salesforce and conduct demo sessions with them</li><li>• Generated a revenue of 4 lakhs+ in first month " as a new joinee</li></ul>
2019 November – 2021 November Vijayawada	<b>Puma Group, Sales Specialist</b> <ul style="list-style-type: none"><li>• As a sales specialist, I attend to customers, building rapport, helping them to their needs, and assisting them.</li><li>• Helping them in billing with the help of Xpos</li><li>• Using CRM software Like Salesforce to do Cold Calling</li></ul>
2018 November – 2019 November Vijayawada	<b>Fossil Group, Sales Executive</b> <ul style="list-style-type: none"><li>• Generated revenue of 20+ lakhs during the time span with order value of 30k.</li><li>• End to end management of Closure, Post-Sales.</li></ul>

## SKILLS

- |                                |                        |                          |                        |
|--------------------------------|------------------------|--------------------------|------------------------|
| • Sales and market development | <div><div></div></div> | • Process improvement    | <div><div></div></div> |
| • Client contract negotiations | <div><div></div></div> | • Expertise in CRM tools | <div><div></div></div> |
| • Advance Excel                | <div><div></div></div> | Lead generation          | <div><div></div></div> |

## LANGUAGES

- |         |                                                                               |       |                                                                               |
|---------|-------------------------------------------------------------------------------|-------|-------------------------------------------------------------------------------|
| English | <div><div></div><div></div><div></div><div></div><div></div><div></div></div> | Hindi | <div><div></div><div></div><div></div><div></div><div></div><div></div></div> |
| Telugu  | <div><div></div><div></div><div></div><div></div><div></div><div></div></div> | Urdu  | <div><div></div><div></div><div></div><div></div><div></div><div></div></div> |

## INTERESTS

Playing and watching football • Traveling • Reading financial Books • Playing Games

## AWARDS

top sales performer, Fossil group

## DECLARATION

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Mohammad Zaka Ul Rehaman  
Vijayawada